

Businesses Wanted March 2017

New Entries Are Highlighted In Yellow

Sector	Summary/ Activity	Target size	Contact
N/A	East Anglia – Family Investors Seeking Businesses to Acquire: <ul style="list-style-type: none"> • 100% purchase or support MBO/MBI • All service based businesses considered • Transport considered but specific to Freight forwarding • Relocatable businesses ideal • Management in situ essential • Property management, holiday lets, caravan sites, security, pest control, grounds and building maintenance 	Turnover: £1m + EBITDA £250k + Values up to £6m	Kate.baines@larking-gowen.co.uk James.lay@larking-gowen.co.uk
N/A	East Anglia/London/East – Private Investors seeking opportunities: <ul style="list-style-type: none"> • Looking at MBO's/MBI's • Will consider further afield for the right opportunity • Management in situ essential 	Value's from £1.5m upwards	Kate.baines@larking-gowen.co.uk
N/A	South West: NED looking for South West based businesses ready for MBI, BIMBI or MBO.	Revenue: £4m – 12m (net profit £700k+)	Alison.Bradshaw@monahans.co.uk
Accommodation and food service activities	UK Wide – Holiday Cottages: <ul style="list-style-type: none"> • Cottage management/ agency/ letting companies in the UK • City lettings in Norwich, Brighton, York or London 	Turnover £300k +	Kate.baines@larking-gowen.co.uk
Accommodation and food service activities	North West - Holiday Park: <ul style="list-style-type: none"> • A static holiday park (possibly Inc. tourers, tents etc.) • Needs to be within 2 hours drive of Morecambe • Does not want residential park • Value up to £2m 	Value up to £2m	adam.parton@mooreandsmalley.co.uk
Accommodation and food service activities	Lake District or Nationwide seaside resorts - Large Hotels: Large and well established hotel group looking to acquire large hotels in the Lake District or any seaside resort. Any hotel must have between 70 and 130 bedrooms.	70-130 bedrooms	paul.bennett@mooreandsmalley.co.uk

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Accommodation and food service activities	UK wide - Catering contract services: Provider of catering contract services to the public and private sector seeks similar bolt on acquisitions across the UK. Anticipated that businesses of interest will be in £5 – 15m turnover range.	Turnover - £5-15m	stephen.gregson@mooreandsmalley.co.uk
Accommodation and food service activities	North West - Pub operators, Food pubs: Related sector business interested in opportunities in pub food operators. Catering must be a significant proportion of target's income. NW based		stephen.gregson@mooreandsmalley.co.uk
Accommodation and food service activities	North West, but all of UK considered - Caravan parks, residential or static sites: Caravan parks wanted. Residential or static sites only. North West preferred, but will consider all locations.	Turnover - up to £3m	paul.bennett@mooreandsmalley.co.uk
Accommodation and food service activities	National - Catering equipment maintenance: Catering equipment maintenance, servicing, spares	Turnover - Up to £1m	ian.waddingham@mooreandsmalley.co.uk
Administrative and support service activities	East Anglia - Facilities Management Business: seeking opportunities to expand in East Anglia, including cleaning, catering, printing and security companies.		kate.baines@larking-gowen.co.uk
Administrative and support service activities	South Wales or re-locatable - Facilities Management business seeking expansion: Business with strong social values is seeking to acquire utilities services or training, facilities management, cleaning and ground maintenance companies to build on current operations.	Turnover - £1m+	katherine.broadhurst@broomfield.co.uk
Administrative and support service activities	South East - Project Soap, Facilities management: Willing to look at any Facility Management or cleaning operations	Turnover - £5m+	michael.gibbs@cbxcf.com
Administrative and support service activities	North West - Building maintenance/FM: Building maintenance and facilities management services business sought, ideally with housing associations or public sector clients. Distressed opportunities considered.	Turnover - up to £5m	stephen.gregson@mooreandsmalley.co.uk
Agriculture, Forestry and Fishing	Any Area - Agricultural Machinery Distributor: looking to expand into related businesses, any area considered.		jack.minns@larking-gowen.co.uk

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Construction	East Anglia – Architects: Architect practices seeking an exit strategy.	Turnover - £500k+ EBITDA £100k +	Jack.minns@larking-gowen.co.uk
Construction	Any Area - Asbestos Removal: Established demolition and asbestos removal company looking to expand nationally.	Turnover - up to £2m	Alisdair.McNaughton@hlca.co.uk
Construction	North West preferred, but will consider all of UK - DBOM services provider: Established provider of Design, Build, Operate and Maintain (DBOM) services for local authority health and leisure centres (i.e. gymnasiums, swimming pools, golf courses, theatres etc.) seeks similar opportunities. Cinemas would not be of interest. NW based businesses preferred, but existing UK wide footprint means any geographical areas would be of interest. Of particular interest would be businesses of circa £5 - 10m turnover.	Turnover - £5-10m	stephen.gregson@mooreandsmalley.co.uk
Construction	North - Building support: Building support and maintenance contractors sought. Both reactive and planned maintenance work, particularly framework agreements and long-term contracts. Serving both public and private sector	Turnover - up to £10m	stephen.gregson@mooreandsmalley.co.uk
Construction	North West – Subcontracting, Construction industry subcontracting: North West subcontracting business sought, especially in the joinery, plumbing or electrical trades. Turnover - likely to be £0.5m to £3m. Must be an established business and most likely a retirement sale. Distressed businesses not of interest.	Turnover - up to £3m	stephen.gregson@mooreandsmalley.co.uk
Education	National - Project Albany, Motors: Looking for anything motor training or tacho related	Any size considered	michael.gibbs@cbxcf.com
Education	North West - within 10-15 miles of Bolton or Leigh - Day nursery: Children's day nursery sought within a 10-15 mile radius of either Bolton or Leigh. Must have registered places for at least 60 children.	60+ registered places	stephen.gregson@mooreandsmalley.co.uk
Electricity, gas, steam and air conditioning supply	North East – Domestic Heating Market: seeking acquisition. Would consider businesses based in similar markets, namely radiator and associated heating components, ventilation, under floor heating etc. Would consider companies UK wide and potentially overseas.	Flexible regarding size of target company.	lee.jefferson@taitwalker.co.uk

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Electricity, gas, steam and air conditioning supply	Outside East Anglia, especially in the North - Electrical retailer: looking to expand outside East Anglia, especially in the north. Ideally would seek premises for collection/distribution from. Also interested in commercial hire of white goods.		jack.minns@larking-gowen.co.uk
Engineering	UK wide – international industrial group looking to acquire engineering biased companies.	Turnover - min £3m, ideally £20m +	Alison.Bradshaw@monahans.co.uk
Financial and insurance activities	UK wide - Life assurance: Life assurance company seeks mature life assurance portfolios	Any size considered	stephen.gregson@mooreandsmalley.co.uk
Financial and insurance activities	East Anglia preferred but would consider others - Insurance Brokers: Insurance provider to the UK aftermarket.	Seeking to acquire insurance brokers with turnover range of £500,000 to £3M.	jack.minns@larking-gowen.co.uk
Flooring Products	UK wide - Industrial, commercial and residential flooring tools, accessories and consumables: US based international provider of flooring products, including tools and accessories. Its' products are used by installers of tile, wood, laminate, carpet floorcoverings and general home improvement areas. It is seeking acquisition opportunities amongst businesses supplying tools and consumables to the DIY centre market ("Home Centre Industry"). Those related to its core floorcoverings market would be of particular interest. Preferred targets would be between £5m - £50m turnover and be profitable. An incumbent management team being retained by the target business post-sale would be an advantage. Funding is already in place.	Turnover – £5m - £50m	stephen.gregson@mooreandsmalley.co.uk
Human health and social work activities	Home Counties & London – Domiciliary Care Agencies: <ul style="list-style-type: none"> Specialist care, mental health, ABI, Spinal Injury, Learning Disability, complex care, Live-in Will consider traditional Elderly & Palliative Care Registered Manager in situ ideal but not essential 	EBITDA £100k - £500k	Kate.baines@larking-gowen.co.uk
Human health and social work activities	North England – Domiciliary Care Agencies: <ul style="list-style-type: none"> Seeking supported living, complex care, Live-in Traditional elderly care will not be considered Registered Manager in Situ essential 	EBITDA £200k+ Values from £750k to £20m	Kate.baines@larking-gowen.co.uk

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	<ul style="list-style-type: none"> Prefer Private paying clients, but will consider small amount of LA work 		
Human health and social work activities	Liverpool and the M62 corridor: Care provider looking for plug and play solution with 1,000 – 1,500 care hours per week around Liverpool and the M62 corridor.	1,000 – 1,500 care hours	michael.smith@taitwalker.co.uk
Human health and social work activities	UK Wide - Dental Practices: Looking for acquisitions in the dental sector. Private or mixed NHS/private dental practices required. Freehold or leasehold premises considered. All UK locations considered.	Turnover – Up to £5m	paul.bennett@mooreandsmalley.co.uk
Human health and social work activities	Location is very specific - M3-M40 corridor down to Winchester/Oxford, bounded roughly by A34, Surrey, West or SW London - Property repair & maintenance: Housing Association looking to grow through acquisition of property repair & maintenance services such as heating installers.	None	alison.bradshaw@monahans.co.uk
Human health and social work activities	SW. Exeter - Bristol - Salisbury - Leisure & hospitality, art retail & advisory: Complementary medicine & healthcare. Profitable with a % of recurring income ideally. Scalable	Turnover - £1m+	alison.bradshaw@monahans.co.uk
Human health and social work activities	UK - Medical staff/ centre		ian.nelson@larking-gowen.co.uk
Information and communication	<p>Any Area - IT Services to the Education Sector: A well established business providing IT solutions to Primary and Secondary schools, Academies and Colleges is looking to acquire the following:</p> <ul style="list-style-type: none"> Businesses providing outsourced IT services to the education sector. Willing to consider businesses situated in any part of the UK, but of specific interest would be those located in the Midlands. An internet services provider. Size not too important, high levels of in house technical ability a benefit. 	Turnover - From £500,000 to £5m	paul.bennett@mooreandsmalley.co.uk
Information and communication	<p>Any area - Software Development: An established software developer having a strong focus on the education sector is now interested in acquiring the following:</p> <ul style="list-style-type: none"> Other software businesses, particularly those having a focus on the education 	N/A	paul.bennett@mooreandsmalley.co.uk

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	<p>sector.</p> <ul style="list-style-type: none"> Software products, in particular any products which may be utilised within the education sector. 		
Information and communication	South East - Project Line, Telecoms/I.T. Support: Looking to acquire telecoms and I.T. related companies in the South East.	Turnover - £500k-£5m	michael.gibbs@cbxcf.com
Information and communication	London & South East - Project Cross, IT Support Services: IT support services to businesses	Turnover - £500K - £2m	michael.gibbs@cbxcf.com
Information and communication	SW. Exeter - Bristol - Salisbury - New media, Communications, E Commerce: Call centre or renewable energy services/technology. Profitable with a % of recurring income ideally. Scalable	Turnover - £1m+	alison.bradshaw@monahans.co.uk
Manufacturing - food & beverage	UK Wide – Food processing/freezing: <ul style="list-style-type: none"> Strawberry growers of specific interest 	Turnover - £500k +	Kate.baines@larking-gowen.co.uk
Manufacturing - food & beverage, transportation & storage,	M4 Corridor - Experienced acquirer with track record in adding value: An experienced director and NED, with a track record of adding value to acquisitions and building for succession or onward trade sale. Funding Available	Turnover - £2-10m	seamus.gates@broomfield.co.uk
Manufacturing - non food & beverage	UK Wide - Manufacturers and/or importers of goods: Our client is an established importer and distributor of lighting and electrical products and has cash funds available to finance its M&A activities. Key criteria: <ul style="list-style-type: none"> UK mainland Turnover likely to be between £4m and £15m Historically profitable Primarily B2B (some B2C acceptable) High percentage of repeat, regular business Strong incumbent management team with a clear growth strategy 	Turnover - £4m to £15m and Profitable	matthew.burns@mhlip.co.uk

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Manufacturing - non food & beverage	UK Wide - Engineering: The client is internationally based and is looking to acquire UK engineering companies operating within the aerospace, rail, energy and automotive sectors, particularly if a brand is evident.	Turnover - £1m+	robert.lee@carpenterbox.com
Manufacturing - non food & beverage	UK Wide - Wood treatment, speciality paint and decorating products: Established UK based wood treatment and speciality paint and decorating products manufacturer is keen to grow by acquiring two types of targets: <ul style="list-style-type: none"> • Product based - Manufacturers of packaged consumer, building, construction and trade chemicals including paint, wood finishes, other coatings, cleaners, polishes, maintenance products, sealants, fillers, adhesives or cosmetics and toiletries. • Market based - Manufacturers or distributors of products to the consumer and trade decorator markets with DIY, hardware and decorators merchants end customers. • Branded and unbranded products. • Share or asset purchases would be of interest. • Will consider distressed businesses. 	Turnover - from £200k to £5m. But will consider smaller and larger targets if the fit is ideal.	stephen.gregson@mooreandsmalley.co.uk
Manufacturing - non food & beverage	UK Wide - Plastics manufacturing/engineering: Looking for acquisitions in the plastics sector. Interested in established businesses engaged in injection moulding or thermo forming	Turnover - of £1m - £5m	paul.bennett@mooreandsmalley.co.uk
Manufacturing - non food & beverage	Would prefer North of England but Nationwide considered - Acquisitions sought: Engineering/manufacturing businesses of high reliability products and services in the Defence, Energy or similar sectors: Our client is an established engineering business with a specialist client base in the aerospace and energy sectors supplying mission-critical and business-critical products. Following a strategic review it is seeking acquisition opportunities in a complementary sector. Preferred acquisition targets would have some or all of the following characteristics: 1) maximum turnover of £5m. 2) Significant, but not necessarily exclusive, exposure to the defence or energy sectors. 3) Likely to enjoy tier 2 or tier 3 status in the supply chain in its particular markets. 4) Manufacturer of electrical or mechanical products. 5) Ideally with some of its own IPR (whether formally registered or not). 6) Good second tier management team willing to remain with the business. Our client is experienced in carrying out acquisitions and has funds available to support any acquisition.	Maximum Turnover - £5m	stephen.gregson@mooreandsmalley.co.uk

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Manufacturing - non-food & beverage	North West/Midlands - Sheet metal fabrication - must be re-locatable: A trade buyer in the North West is looking to make a bolt on acquisition. The acquirer is looking to absorb the target business into its existing site, they will also consider opportunities outside the North West	Turnover - up to £1m	ian.waddingham@mooreandsmalley.co.uk
Manufacturing - non-food & beverage	South East - Project Stitch, Uniforms: Seeking a re-locatable embroidery company	Turnover - up to £500k	michael.gibbs@cbxcf.com
Manufacturing - non-food & beverage	Nationwide - Refrigeration equipment, Cooling equipment for vending machines and for dispensing cold liquids: Our client is an established manufacturer of refrigeration equipment to the vending and brewing industries. Looking to acquire bolt on metals based manufacturing operations. Range of sectors considered. UK wide. Preference would be for a business which has strong factory management / operations management skills. Would consider any manufacturing or assembly type operation with strong growth potential.	Turnover - Up to £5m	stephen.gregson@mooreandsmalley.co.uk
Manufacturing - non-food & beverage	UK wide. Re-locatable businesses considered – Aerospace, Manufacturer of military engine control systems: Military aerospace tier 2 electronic engine management system supplier seeks manufacturer of electrical or electro-mechanical components and products. Ideally these would be ancillary components for legacy platforms. Should have a primarily military customer base. Will be supplying to the aerospace or wider defence sectors. Own IPR preferred but not essential	Turnover - £1m - £5m	stephen.gregson@mooreandsmalley.co.uk
Manufacturing - non-food & beverage	UK wide – Aerospace, Aircraft automated test equipment manufacturer sought: Manufacturer of automated test equipment for aerospace wanted. Principal area of interest is airframe testing and support, although cable harness test, engines and control, fuel systems testing, and HUMS (health monitoring) also of interest. Equipment may be ground based or on the airframe. It should not be flight critical. Would consider software products or services. Target must have own product IPR and design capability. Ideally this will be a stand alone company, but would consider division or product stream.	Turnover - £2m - £5m	stephen.gregson@mooreandsmalley.co.uk
Media	South East - Media business required		jack.minns@larking-gowen.co.uk
Mining and Quarrying	UK - Project Gondola: Haulage; aggregates etc.	Turnover - up to £3m	mukesh.bulsara@mhlp.co.uk

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Other service activities	Nationwide although North West preferable - Recruitment Agency: Successful North West business seeking to acquire distressed or underperforming recruitment business specialising in the recruitment of temporary nurses and care assistants.	Turnover - <£1M	ian.waddingham@mooreandsmalley.co.uk
Other service activities	UK wide - Lighting & electrical industry: Cash rich independent lighting group looking to acquire businesses that supply into the electrical wholesale market. Profitable or distressed. Turnover ideally £5 – 10m.	Turnover - ideally £5 – 10m.	alison.bradshaw@monahans.co.uk
Other service activities	North West - Quarries/landfill: Quarries and unexploited landfill opportunities sought in North West England	Value up to £5m	ian.waddingham@mooreandsmalley.co.uk
Other service activities	South - B2B Services and/or distribution: Individual with funding looking to purchase a business with growth options and an established management team which could benefit from operational process improvement. Ideal sectors - B2B (especially contracted maintenance & equipment rental), distribution, engineering, manufacturing.	EBIT £300k - £1m	alison.bradshaw@monahans.co.uk
Other service activities	Midlands or South East base preferred, although other UK locations will be considered - Project Globe, Live corporate events: Our client is looking to acquire businesses in the live corporate events sector	£1m to £25m turnover preferred	Matthew.Burns@mhllp.co.uk
Other service activities	North West - Pre- School Nursery: Client looking to acquire a pre-school nursery	Over 50 Places	judith.dugdale@mooreandsmalley.co.uk
Other Service Activities	UK - Electrical testing or building maintenance		ian.nelson@larking-gowen.co.uk
Other service activities	East Anglia - Security business		jack.minns@larking-gowen.co.uk
Professional, scientific and technical activities	UK wide – Veterinary: National veterinary business looking to make further acquisitions. Will look at any opportunity, but would prefer: <ul style="list-style-type: none"> * Dedicated small animal practices * Located in populous areas * Preferably 4 vet minimum, although smaller practices may be possible * Good parking on site or close by * Present owners prepared to continue working for at least a transition period * Laboratories or other service providers to the profession may also be of interest 	Any	james.lay@larking-gowen.co.uk

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Professional, scientific and technical activities	UK wide except Isle of Man - Contractor accountancy solutions: Provider of specialist accountancy and umbrella services to contractors, freelancers and temporary workers sought. Established business with fee income of between £250k and £3m.	Fee income of between £250k to £3m	paul.bennett@mooreandsmalley.co.uk
Professional, scientific and technical activities	North England - Power sector/ Recycling: Established recycling business is looking for a waste licensed Registered operator in the South Yorkshire borders region.	Turnover - up to £2m	seamus.gates@broomfield.co.uk
Professional, scientific and technical activities	North East - Project Roker, Profitable oil and gas engineering businesses: Oil and gas engineering businesses	All sizes considered	mukesh.bulsara@mhllp.co.uk
Real estate activities	Central London or other business district - Preleased property: The client is internationally based and is looking to purchase preleased property in major business districts around the UK.		robert.lee@carpenterbox.com
Retail - food & beverage	UK wide - Project maple, Mini-supermarkets/supermarket supply chain: Experienced Entrepreneur with funding is looking to acquire a small cluster of mini-supermarkets or a supermarket supply chain business. A strong management team is essential with a minimum EBITDA level of £350k and positive cash flow.	Min EBITDA £350K	Mukesh.bulsara@mhllp.co.uk
Retail - non-food & beverage	North West - Opticians, established chain looking to expand: Established chain of opticians looking to acquire other opticians practices in the Lancashire, Merseyside, Greater Manchester and Yorkshire areas. Of particular interest to our client would be opticians in the centre of Liverpool and Southport.	Turnover - £150k plus	paul.bennett@mooreandsmalley.co.uk
Retail - non-food & beverage	UK Wide - Sport Equipment Retailer: Our client is an Established producer and seller of Sports equipment who is looking for an Established Online or Mail order Sports equipment retailer.	Turnover - £0.5m to £2m	seamus.gates@broomfield.co.uk
Retail - non-food & beverage	Glasgow – Pharmacy, Established small chain looking to expand: Established small independent pharmacy chain looking to acquire other pharmacies in the Glasgow area.	Turnover - £500k+	alison.aggleton@carpenterbox.com
Transportation and storage	North of England or Midlands – Transportation, Logistics & Storage: Established business seeking businesses involved in Haulage, Pallet distribution, Refrigerated transport, Import, Export, Freight forwarding or Warehousing.	Adjusted Profit - £150K to £1M	lan.waddingham@mooreandsmalley.co.uk

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Businesses Wanted March 2017

Transportation and storage	<p>UK or European based businesses - Air, Sea and Land Logistics Providers: Established high value and time critical air, sea and land logistics provider based in Northern England, with EU operations, seeks complementary acquisitions with the following characteristics:</p> <ul style="list-style-type: none"> • Logistics company preferably specialising in time critical or high security or refrigerated sectors – this includes both road freight and air freight businesses. • Also of interest would be general haulage operators directly servicing large manufacturing companies. • Freight forwarder customer bases are not of interest. • Distressed business would not be of interest. • Funding secured. 	Turnover - Up to £10m	stephen.gregson@mooreandsmalley.co.uk
Wholesale - food & beverage	<p>Scotland: Established business based in Scotland is looking to acquire companies in the food and drink manufacturing sector.</p>	Turnover - up to £5m	natasha.guy@hlca.co.uk
Wholesale - non food & beverage	<p>UK Wide – Hydroponics: Our client, a well established business engaged in the supply of hydroponics systems and equipment is looking to acquire businesses which supply or manufacture hydroponics equipment.</p>	Turnover - up to £5m	paul.bennett@mooreandsmalley.co.uk
Wholesale - non-food & beverage (Inc. repair of motor vehicles & motorcycles)	<p>South East England - Motor dealership: Franchised motor dealership.</p>	Turnover - £10m to £20m	michael.gibbs@cbxcf.com
Wholesale - non-food & beverage (Inc. repair of motor vehicles & motorcycles)	<p>North West - Plant nursery: Plant nursery business located in SE England seeks similar opportunity in NW. Preferred businesses will not be wholly retail. Ideal turnover size £5 – 10m. Funding secured.</p>	Turnover - £5-10m	stephen.gregson@mooreandsmalley.co.uk
Wholesale - non-food & beverage (Inc. repair of motor vehicles & motorcycles)	<p>North of England - Profitable Wholesale business in North of England: Private investor seeking acquisition in the North of England - target business should have strong earnings and growth potential. Will consider a wide range of businesses.</p>	EBITDA £1m	alison.bradshaw@monahans.co.uk

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